NDTV HIGHLIGHTS
EARNINGS RELEASE FOR THE QUARTER ENDED 31 MARCH 2014 and FINANCIAL YEAR 2013-14

HIGHLIGHTS

- NDTV reports Rs. 496 crore of consolidated revenue for the financial year ended March 31, 2014 and EBITDA loss of Rs. 29 crore.

- The Q4 numbers for FY 14 include one-time write-offs amounting to Rs. 14 crore. University Cricket Championship, which contributed Rs 33 crores in revenue in Q4 in FY 13 was also postponed this year.

- This has been an investment year for NDTV with an aim to turn around loss making verticals and incubate new growth businesses.

- Significant incubation costs for NDTV Prime and NDTV e-tailing venture have contributed to the annual losses. These businesses are now showing robust revenue growth, and are heading for profitability.

- NDTV has been named India's #1 Media Brand across all media – both Newspapers and Television by All India Brand Trust.

- NDTV is the #1 in viewership among all English News Channels based on independent nationwide survey of a 90,000 + sample by Hansa Research.

- NDTV 24x7 is also #1 Indian news channel in UK based on data released by BARB, UK ahead of .Aaj Tak, ABP News & News18 (CNN IBN)

CREATING COMPELLING VALUE (Sum of Parts)

- The Board of NDTV has mandated the management to explore means of unlocking sum of parts shareholder value, through various methods including restructuring or a private placement in NDTV Convergence and/or other subsidiaries.

- It is worth noting that NDTV 24x7 has been PAT positive for the last 5 years, with an average annual profit of Rs. 40 crore. The channel continues to command unrivalled viewership (50% plus) in the English news genre.

- NDTV Convergence has registered a CAGR of 54% over the last 6 years and is targeting a significant jump in revenues to touch Rs. 100 crores in the coming year.

- NDTV Lifestyle Holdings has a cash balance of more than 110 crore rupees.

- NDTV Worldwide, the consultancy arm of the group, has been profitable for the past 4 years.

- And now, there are successful efforts to turn around businesses which have been loss making:

    - NDTV India historically a loss making channel, has clocked record-breaking revenues in FY 2014 and achieved EBITDA breakeven.

    - NDTV Profit which had been making average annual losses of Rs. 40 crores for the last 3 years is expected to turn around after its revamp. The revenues of the dual channel with pre-sponsored bands are up 140% in April 2014.

- www.indianroots.com – The e-tailing venture's revenues are up by 40% on a Q-o-Q basis. The incubation costs of Rs. 25 crores have been well spent. Talks are on for a private placement at very attractive valuations.

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